

# Comparative 12-Month Pro Forma Profit/Loss Statement

(Previous year or industry norms as guide)

	Current Year	Past Year or Industry Norms	%  Increase/ Decrease
<b>NET SALES</b>	\$ _____	\$ _____	_____
Less Cost of Sales	_____	_____	_____
<b>GROSS PROFIT MARGIN</b>	_____	_____	_____
<b>OPERATING EXPENSES:</b>			
Salaries	_____	_____	_____
Rent	_____	_____	_____
Advertising	_____	_____	_____
Automobile	_____	_____	_____
Dues and subscriptions	_____	_____	_____
Legal and accounting	_____	_____	_____
Supplies	_____	_____	_____
Telephone	_____	_____	_____
Utilities	_____	_____	_____
Insurance	_____	_____	_____
Licenses	_____	_____	_____
Taxes, other than income taxes	_____	_____	_____
Depreciation	_____	_____	_____
Miscellaneous	_____	_____	_____
<b>TOTAL Operating Expenses</b>	_____	_____	_____
<b>OTHER INCOME</b>	_____	_____	_____
<b>OTHER EXPENSES</b>	_____	_____	_____
Loan payments/interest	_____	_____	_____
<b>INCOME BEFORE INCOME TAXES</b>	_____	_____	_____
<b>INCOME TAXES</b>	_____	_____	_____
<b>NET PROFIT</b>	\$ _____	\$ _____	_____

## NOTES

**Sales:** Be sure to account for seasonality in monthly sales projections. Should there be more than one source, each should be listed separately (for example, wholesale sales, retail sales, repair work).

**Cost of Sales:** For simplicity, use cost of materials (goods to be sold); for some service businesses, this is left blank.

**Salaries:** Include all salaries; show in which months additional employees will be hired. For sole proprietorships and partnerships, do not include yourselves.

**Operating Expenses:** These are guides; modify to reflect your business.

**Statement Structure:**

- (1) Net Sales - Cost of Sales = Gross Profit Margin
- (2) Gross Profit Margin - Operating Expenses + Other Income - Other Expenses = Income Before Income Taxes
- (3) Income Before Income Taxes - Income Taxes = Net Profit